

## Message Text

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ORIGIN COME-00

INFO OCT-01 AF-05 ISO-00 EB-05 RSC-01 /012 R

66617

DRAFTED BY: COM/OED/MEPD/JLSMITH

APPROVED BY: EB/CBA/OCA/REP: G P WILSON

COM/OED/MEPD/MWELLS, DEPUTY DIRECTOR

COM/BIC/OIM/DCHRISTENSEN INFO

STATE/AS/W-JVINCENT SUBS

----- 077721

R 282130Z JUN 74

FM SECSTATE WASHDC

TO AMEMBASSY NOUAKCHOTT

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E.O. 11652: N/A

TAGS: BEXP, MR

SUBJECT: MAJOR PROJECT: NOUAKCHOTT-KIFFA HIGHWAY CONSTRUCTION

REF: NOUAKCHOTT'S (A) 823, (B) 816

1. MAJOR EXPORT PROJECTS DIVISION RECEIVED REFTEL B JUNE 25 AND DISSEMINATED IT, ALONG WITH TENDER INFORMATION PROVIDED BY MAURETANIAN EMBASSY IN WASHINGTON, TO 15 LEADING U.S. CONSTRUCTORS-INCLUDING MKI AND BECGTEL. MEPD PROJECT OFFICER DISCUSSED SUBJECT IN TELEPHONE CONVERSATIONS WITH TWO OF THESE FIRMS.

2. MEPD IS NOT OPTIMISTIC RE PROSPECT AMERICAN COMPANY SEEKING PRE-QUALIFICATION. FIRM MOST INTERESTED IN OVERSEAS ROAD CONSTRUCTION, NELLO L. TEER, HAS INFORMED US THAT IT WILL NOT BID JOB BECAUSE IT HEAVILY COMMITTED IN OTHER COUNTRIES IN AFRICA AND MIDDLE EAST. BROWN AND ROOT HAS STATED IT GENERALLY NOT INTERESTED IN ROAD CONSTRUCTION DUE PROBLEMS ENCOUNTERED WITH FIXED PRICE REQUIREMENTS DURING TIME ESCALATING MATERIAL COSTS. MEPD HAS DISCUSSED PROJECT WITH LOCAL ATTORNEY (J. MIDDLETON) REPRESENTING

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MAURITANIAN AMBASSADOR WHO HAS ALSO ATTEMPTED ENCOURAGE

U.S. RESPONSE. HE INFORMS US THAT BOTH MKI AND BECHTEL  
ARE UNWILLING PURSUE BUSINESS.

3. GENERAL LACK OF INTEREST DUE SEVERAL FACTORS:

- 1) INDUSTRY ALREADY HEAVILY COMMITTED AROUND WORLD,
- 2) IT GENERALLY RELUCTANT PERFORM CONSTRUCTION WORK WITHOUT  
OBTAINING TURNKEY OR, AT LEAST, DESIGN CONTRACTS,
- 3) EXTREMELY SHORT PRE-QUALIFICATION DEADLINE WHICH  
SUPPORTS EMBASSY SUGGESTION THAT FOREIGN FIRMS WHICH  
PERFORMED DESIGN WORK HAVE INSIDE TRACK ON CONSTRUCTION  
CONTRACTS,
- 4) PREVIOUS UNPLEASANT EXPERIENCE WITH PROJECTS ON WHICH  
HIGH BID DEPOSIT REQUIRED (THIS FACTOR PARTICULARLY  
BOTHERSOME TO NELLO TEER).

4. FOREGOING NOTWITHSTANDING, MEPD WILL CONTINUE EFFORTS  
TO ENCOURAGE U.S. PARTICIPATION. EMBASSY WILL BE NOTIFIED  
IMMEDIATELY IF ANY POSITIVE RESPONSE IS OBTAINED.  
DECONTROLLED FOLLOWING JUNE 28, 1975. SISCO

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 28 JUN 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** WorrelSW  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974STATE140629  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** COM/OED/MEPD/JLSMITH  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ORIGIN COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** NOUAKCHOTT'S (A) 823, (B) 816  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** WorrelSW  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 03 SEP 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <03 SEP 2002 by cunninfx>; APPROVED <05 MAR 2003 by WorrelSW>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MAJOR PROJECT: NOUAKCHOTT-KIFFA HIGHWAY CONSTRUCTION  
**TAGS:** BEXP, MR  
**To:** NOUAKCHOTT  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005